



COMPANY INFORMATION

Date:

Company:	PAQUES Environmental Technologies Inc		
Phone:	(781) 362-4636	Web Site:	http://www.paques-inc.com/
Address:	2400 District Ave., Suite 330	City:	Burlington
State:	MA	Zip Code:	01803

BUSINESS CONTACT

TECHNICAL CONTACT

Name:	Martin Tielbaard	Name:	Martin Tielbaard
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Address:		Address:	
City:		City:	
State:		State:	
Zip Code:		Zip Code:	

BUSINESS HISTORY

How long have you been in business? Since 2013

Are you part of a larger company? Yes No

Did you exist as another company before this company was formed? Yes No *If so, what was that company's name?*

Number of employees? 12 in North America, approx. 350 worldwide

What is your business structure? C-Corporation

What types of insurance and or surety do you provide?

Commercial General Liability, Automobile, Cargo, Workers Comp.

Describe your business service(s). *For example: consulting, development, engineering, equipment sales, finance, other.*

Technology and equipment supply, technical services, nutrient supply

Describe your area or region of operation.

USA and Canada

Does your company hold any patents or the rights to any patents? Yes No *If yes, please describe.*

We hold approx. 30 patents

Do you manufacture equipment? Yes No *If yes, please describe.*

Components for biogas desulfurization systems, anaerobic reactors, Anammox reactors, clarifiers, sand filters and more

Do you integrate equipment manufactured by others? Yes No

If you integrate, please list the names of the companies you represent.

We don't represent other companies

How do you answer potential customer's questions about financial strength of your company?

In some cases we submit a financial report

Do you offer technical/service support? Yes No *If so, what methods?*

Data review, remote support, site support

Do you offer design services? Yes No *If yes, please describe.*

Mostly for our own projects

Do you offer financing? Yes No *If so, what terms?*

Are you a full stop shop? *Design to construction to operate?* Yes No *If so, please describe.*

Do you have preferred partners? Yes No *If so, please list and provide contact information/identify partners by name.*

Do you have any third-party verification/research that has been done on your technology? Yes No

If so, please describe.

Do you provide a performance guarantee? Yes No *If so, what are you guaranteeing?*

For example: up time, methane production, biogas production, parasitic load, throughput, O&M cost, percent recovery, other. Please describe.

For biogas desulfurization: H₂S concentration in treated gas. For anaerobic reactors: % COD removal

Are there any other aspects of your business that you feel should be included in this document?

Paques has been in the environmental business since 1960. Paques operates worldwide. Head office is in The Netherlands. Manufacturing facilities in The Netherlands, Brazil, China and India. For US projects most equipment is sourced from the US.

Newtrient 9-Point Score Information

Is this technology currently operational on at least three North American dairy farms? Yes No

Does this technology have a record of reliable performance for more than 12 months on at least three farms? Yes No

Is this technology installed on at least 10 North American dairy farms? Yes No

What are the Installed capital costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

Range equipment cost: \$0.5-2.0 million for biogas desulfurization equipment of biogas from manure digesters.

What are the annual operating costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

O&M cost range \$0.40-1.00/lb H₂S removed from biogas. This includes cost of chemicals, power, labor, water and maintenance.

What value does this technology or the products it makes, deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g. reduced cost, increased income, reduced odor, improved nutrient use, etc.).*

The Thiopaq process offers the lowest total cost of ownership for biogas desulfurization for H₂S loads of approximately 100 lbs H₂S/day and higher. It produces elemental sulfur that can be used as fertilizer. It does not produce a waste stream that is hazardous.

Do you feel an in-depth Technology Information Request is needed to help people understand this technology? Yes No

Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.

Not sure